A SHORT ADDRESS

TO THE

DISINTERESTED AND UNPREJUDICED

CITIZENS, MERCHANTS, AND MANUFACTURERS,

OF

GREAT BRITAIN,

ON THE

IMPORTANCE OF THE TRADE OF THIS COUNTRY

WITH THE

UNITED STATES OF AMERICA:

ALSO,

REASONS

WHY, AS CUSTOMERS, THEY SHOULD NOT BE RESTRICTED, LIKE OTHER FOREIGN NATIONS, FROM SENDING RAW MATERIALS TO THIS COUNTRY IN PAYMENT OF BRITISH GOODS.

By A MANUFACTURER.

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SHORT ADDRESS, &c.

THE ſeparation of America from England may be conſidered in a twofold light; 1ſt, How far it may diminiſh the power and revenue of the Crown and Kingdom: And, 2d, How far the *Trade* of this country may really be affected by it.

It is not my intention at preſent to inquire into the firſt; I ſhall therefore proceed to the ſecond.

The Peace which was concluded in January, 1782, by which the Independence of America was acknowledged, took off all the reſtraints

under which the Commerce of that great Continent laboured, while it was ſubject to Britiſh Acts of Parliament. What was the conſequence? It enabled the Traders there to export all the produce of the country to every market in Europe where the beſt prices could be procured; *ſo far* the ſeparation afforded them greater means of accumulating wealth than they had before.

The people of America in general are engaged in trade, few of them being of ſuch independent fortunes as to enable them to live without it: they have ſcarcely any manufactures among themſelves, and muſt obtain almoſt every thing neceſſary for clothing from foreign countries.

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The price of labour is very great in America, and muſt *always* continue ſo, becauſe there will ever be more land to cultivate than hands to cultivate it; and no man will ſit down to work at a manufacture upon reaſonable wages, who can maintain a family by the *eaſy*, and in that country *certain*, occupation of huſbandry, (the climate being ſo regular, that ſcarce an inſtance can be remembered of crops failing, &c.). Hence there can be no probability of the Americans ſpeedily becoming Manufacturers.

It follows, therefore, that they muſt get the greateſt part of their clothing and utenſils for their huſbandry, building, &c. from foreign countries, where the proportion of inha-

inhabitants exceeds the quantity of land.

Germany, France, and Holland, have been thought capable of ſupplying them with all theſe things.—I do not doubt but they may; but the Traders of thoſe countries are by no means in a condition to give the credit required by the Americans. The Germans are in general a very frugal, cautious people, as well as the Dutch; and the French Merchants have ſeldom capitals which will allow of extenſive credit. A French Gentleman of ten thouſand pounds fortune, conſiders himſelf as a man of faſhion, *ſuperior to traffic*, and looks no farther to improve his ſtock: An Engliſh Gentleman poſſeſſed of the ſame ſum, puts it immediately into

into trade, and is conſtantly endeavouring to increaſe it.

I will allow, that French cloths, German nails and ironmongery, would anſwer all the purpoſes of the Americans; but they cannot *yet* obtain them in ſufficient quantities for their occaſions, *without a readier* payment than it ſuits them to make.

As I ſaid before, almoſt every perſon in America, of tolerable property, becomes a Trader. A man, for example, of a thouſand pounds fortune, looks to a credit of ſix or eight thouſand for a year, and can only pay it as the merchandize he has imported is *conſumed* by the *laſt purchaſer*, becauſe every hand which a piece of merchandize paſſes through, muſt rely upon the next who buys

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it for payment; of courſe the *conſumer* enables every different perſon to pay his reſpective creditor: And finally, the firſt American importer, to ſatisfy the European merchant and manufacturer.

I preſume there has not been leſs than three millions of *Britiſh* manufactured goods exported to America ſince the peace; for which, perhaps, not one-twentieth part of the amount has been YET paid, nor can the debt be ſatisfied till the goods are *conſumed*, any farther than the capitals or ſtock of the debtors will anſwer.

Thus far I have conſidered the matter in the plain light of a Purchaſer, who is to pay for his goods by remittances, in bills of exchange or money.

It need not be remarked, what a great length of time would conſequently be required for the diſcharge of ſuch an immenſe debt, and a debt in all probability farther accumulating from year to year, by farther Trade on the ſame terms; nor how neceſſary it becomes to open EVERY SOURCE OF REMITTANCE from America, in order to facilitate and expedite the diſcharge of debts due to this Country; for a man in America will pay his debt in the produce of his farm IN ONE QUARTER OF THE TIME that he can do it, if he is obliged to carry ſuch produce from *Market* to *Market*, and wait the ſlow *returns of his Sales*, to put him in *Caſh* to ſatisfy his Creditors:—Here

the Engliſh Merchant loſes his Commiſſion.

The great *Capitals* of the Engliſh Merchants will enable them to give a longer credit than the Germans, French, or Dutch can do, which, added to the *excellence* of the Engliſh Manufactures, will always invite the Americans to a Trade with this Country, *in preference* to any other.

I will eſtimate the Inhabitants of the Thirteen States of America, at three millions of People at this preſent time; and I will ſuppoſe them to conſume three millions' worth of foreign merchandize every year (that was the computation twenty years ago) which may be ſuppoſed to leave

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ſix or ſeven hundred thouſands profit, if paid for in ſpecie.

The Americans double themſelves in number every twenty-five years, on the loweſt calculation; ſo that in ſeventy-five years, there would be twenty-four millions of Inhabitants; but take it for argument ſake only at ſixteen millions, a profit of courſe, by the ſame calculation, would accrue *to this Country of* 3,200,000l. *a year*; for I ſuppoſe, and do really believe, that the people of America will at all times, rather maintain themſelves by huſbandry than manufactures, for the reaſons already mentioned.

The Reader muſt conſider that the foregoing Statement is upon the plain buying and ſelling, independent of every other advantage which

would to THIS COUNTRY ariſe from the exchange of that country's produce for the manufactures of this.

There cannot ſurely be any perſon ſo very much *prejudiced*, as not to ſee the great advantage which might be made by a liberal encouragement of intercourſe with the Americans, on the moſt *extenſive, open, and confidential plan.*

The Engliſh Merchants are ſtaking their credit to the laſt ſhilling, to vend the manufactures of Britain; they are truſting the Americans for double, nay treble the time which themſelves are allowed by THEIR creditors; and, *with the encouragement which they are entitled to*, might be the means of reſtoring this country

try to its former flouriſhing and reſpectable ſtate: For I do contend, that the long habit the Americans have been in, of wearing and uſing the manufactures of this country, is become a ſecond nature to them, independent of other inducements; and that, if the Trade with them was properly attended to, and ſuch Treaties entered into as ſhould be adviſed by honeſt men, who had the *good of their country* only at heart, the advantages to be derived from America alone, ſuppoſing *all channels open for remittances*, would prove infinitely ſuperior to *any* branch; I had almoſt ſaid, *every* branch of Trade which this Nation is engaged in. But it will be neceſſary, in conſidering a mat-

matter of this great national importance, to diveſt ourſelves of all prejudices, and conſider the buſineſs merely in a commercial light, without any retroſpect, or repining at the loſt dignity of Britain, or thinking that it is more for its honour to inſiſt on a ſalute to its Flag, &c. than to acquire millions by its Commerce.

Let us therefore coolly conſider what the Britiſh Trade to America was before the late war.

Upon an average of five years, juſt preceding, the Exports annually to America from hence, and their Exports, were as follow:

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Exported from Great Britain to America.		*Exported by America.*
To the Four Provinces of New-England	£409,000	£384,000
New York - -	536,000	530,000
Pennſylvania -	627,000	748,000
Virginia & Maryland	894,000	1,346,000
North Carolina	24,000	73,000
South Carolina	385,000	407,000
Georgia	53,500	79,000
	£2,928,500	£3,567,000

We will therefore take the amount of what England ſold every year, juſt before the war, to the Americans, at three millions—*their* Exports amounted to 3,600,000l.; and as the debts were regularly paid, till the Commerce was interrupted, we may ſet down three millions ſent to Britain every year, to pay for the Merchandize

chandize which was furniſhed from hence, and the other 600,000l. to anſwer debts contracted in other countries.

It has been ſaid, and perhaps with truth, that very large quantities of Merchandize, before the ſeparation, were ſmuggled into America—Be it ſo; let us admit it—it does not however alter the account, as we have ſtated it from the known *open* Trade. Whatever was ſmuggled was paid for over and above the foregoing Eſtimate, and has nothing to do with the preſent buſineſs, any farther than to remark, that the very extenſive Coaſt of America, the numerous Bays, Rivers, and Inlets, made Smuggling ſo eaſy and ſecure, that the Trade, taken alto-

altogether, may fairly be deemed to have been quite *free from reſtraint*; and that very few more, if any, contraband articles, would have been landed in America, had there been no regulations of Trade, or reſtraints on their Commerce, &c.; ſo that we may reaſonably conclude, their intercourſe with other parts of the world would not be much greater *now*, that they are a free and independent people, than it was while *we thought* them reſtrained by Engliſh Acts of Parliament.

The ſubject I am upon preſents ſuch a variety of matter, that the Reader muſt not wonder, if theſe firſt thoughts of many parts of it are crudely ſet down as they occur; nor object to want of method, in what

may be called Minutes, to be hereafter enlarged upon and brought into order.

To proceed therefore in this haſty buſineſs: Let us ſuppoſe that the Merchandize annually wanted by the Americans, employs one-third of every poor man, woman, and child in this kingdom, (or might by proper encouragement be made to do ſo): If this is put a ſtop to, or prevented, we muſt either find other markets for their work, or maintain them by a Poor Tax; and how we ſhould be able to do the one or the other, I believe would puzzle the moſt able Politician.

But the Americans, it will be anſwered, get immenſe quantities of goods on credit, and do not pay for them;

them; ſo that, (ſays the uninformed man), we had better have the goods than part with them for nothing.

And is ſuch an argument as this worthy of a ſecond thought, much leſs an anſwer? (I leave the violent enemies of America, who for reaſons which I need not mention, are endeavouring to depreciate American credit, and wreak their *private* vengeance at the expence of the REAL INTERESTS OF BRITAIN, to their own wretched employments of ſcribbling in News-papers, and endeavouring to render the late differences between the two countries irreconcileable). Is it not obvious; will it not admit of full, incontrovertible truth, that the conſumption of America before the war, was three mil-

lions a year? Were not the debts regularly paid *then?* And did not this Nation grow rich by the intercourſe? Do not the ſame demands take place now? And would not the ſame payments be made, if we would allow of them?

The Reader may ſtart at this, and aſk how the *Americans are reſtrained* from paying their debts due to this country? I anſwer, in almoſt every way that they can pay them. America is conſidered as a foreign country; many of their means of Remittance are ſubject to the ſame heavy duties as foreign goods, notwithſtanding they are our beſt CUSTOMERS. Good Heavens! what policy! or rather, what want of it! American built ſhips, for example, cannot be made

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an article of Remittance—Why? Becauſe it may interfere with our Artificers in the ſame branch, no matter what becomes of every *other* manufacture in the kingdom; which muſt certainly be diminiſhed or ſtand ſtill, if we cannot find a market for it.

Every American built ſhip of about 300 tons, ſold in England, would pay for two thouſand pounds worth of Britiſh manufactured goods; every two thouſand pounds worth of ſuch goods would, upon an average, employ 200 Manufacturers for ſix months; and could only prove in a ſmall degree detrimental to twenty or thirty Carpenters for the ſame time. But farther, would it not be greatly for the advantage of this Nation,

Nation, that the price of ſhipping ſhould be reduced? Would not many Traders engage in maritime concerns, if a veſſel of 300 tons could be purchaſed for *two* thouſand pounds inſtead of *four*; which would be the price of a Britiſh built ſhip of that burden? Would it not, I ſay, be an encouragement to more adventurers? Would not our Merchandize be carried cheaper to market? Would not the number of our ſeamen be encreaſed with the encreaſed number of our ſhipping? And would not thoſe very Carpenters, who we have juſt mentioned as ſuffering inconvenience from ſuch a permiſſion, have in the end, as full employ in the conſtant *reparation* and fitting, which theſe veſſels would from time to time

time require? Beſides the many other workmen, ſuch as ſmiths, ſail-makers, &c. &c. which would be as much employed in their reſpective trades.

Can it be reconciled to common ſenſe, that if (for argument ſake) the Americans, or any other people, were to offer us five hundred ſail of veſſels every year gratis, it would be againſt the intereſt of this Nation (as a Nation) to accept them, becauſe it might prove detrimental to ſome individuals? And ſurely if the argument will not hold good, conſidered in this extended light, it can never by parity of reaſon be admitted, as it was originally ſtated, where the veſſels could be remitted at one half the price it would coſt to build them here, and TO PAY FOR

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ENGLISH MADE GOODS; the *making* and *ſelling* of which is the very life and ſoul of this Commercial Kingdom; but unleſs the Americans are conſidered as good *Cuſtomers* as well as aliens, and permitted to ſend Raw Materials *to pay* for the goods they purchaſe, our Manufactures will decline, languiſh, and die.

I have ſcribbled more than I intended, but much leſs than I would ſay on the ſubject: If any hint in the whole of it prove beneficial to the Public, I ſhall think my trouble well repaid.

A MANUFACTURER.

FINIS.